

# ***SAMUEL PATRICK WERCINSKI***

## **LEADERSHIP FOCUS**

Serving Governor Napolitano and the people of Arizona where my experience and skills will be most beneficial. Areas of strong personal interest include real estate policy and oversight and economic development.

## **QUALIFICATIONS**

Proven leadership with attentive interpersonal skills and effective communication abilities

Managerial success organizing, motivating and sustaining high performance by employees, peers and volunteers

Strong work and entrepreneurial spirit grounded in sound fiscal and ethical standards

## **EDUCATION**

THUNDERBIRD, Master's in International Management, With Distinction Consumer Marketing, Global Business Environments	AUG 1990
UNITED STATES AIR FORCE ACADEMY, Bachelor of Science Organizational Behavior and Work Environment	MAY 1984

## **EXPERIENCE**

### ***Business***

Commissioner, Arizona Department of Real Estate Appointed by Governor Janet Napolitano on December 11, 2006 to oversee the Department of Real Estate, regulate and monitor licensees as well as promote consumer protection.	2007
Broker/Owner, Custom Realty, Scottsdale Arizona In-depth knowledge of Arizona real estate law and procedures Chosen 2001 "Best Pick of the Year" real estate firm by Paradise Valley Independent readers	2000-2007
Residential Associate Broker/Agent Experienced in successful negotiations, dispute and conflict resolution	1992-1999
Sales Representative, America West Airlines Developed and negotiated air transportation contracts with corporate and business groups Valedictorian, American West Airlines Sales Training Program	1990-1991

### ***Military***

HONORABLE DISCHARGE Captain, USAF Intelligence, Luke AFB, Arizona	MAY 1989
Officer-in-charge, Current Intelligence Branch USAF Unit Award for Outstanding Performance (Highest rating possible) Recognized for detailed and relevant daily briefings to command and operational units Responsible for the operational and wartime intelligence functions at Luke AFB Outstanding Contributor, USAF Squadron Officers' School	1987-1989
Officer-in-charge, Intelligence Training Branch USAF Unit Award for Outstanding Performance (Highest rating possible) Recognized for the design and implementation of over 30 seminars given annually Developed curriculums and presentations for F-15 and F-16 pilot training programs	1985-1987

### ***Civic and Volunteer Leadership***

Chairman, Maricopa County Democratic Party Successfully rebuilt the organization creating a strong foundation for future growth and electoral successes Tripled fundraising results and doubled the number of precinct committee members (PC) to nearly 1000 Focused on empowering district organizations and PCs with training and resources Initiated a monthly newsletter to communicate with Democratic activists and voters	2002-2004
Candidate, Arizona State House, District 11 Successfully organized and motivated District 11 Democrats and others for the 2002 election Energized District 11's base for future district and statewide Democratic candidates	2001-2002